

Message Text

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ACTION AF-06

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TO USDOC WASHDC
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SECSTATE WASHDC 2056

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E.O. 11652: N/A

TAGS: BEXP, BTIO, NI

SUBJ: JOINT VENTURE PROPOSAL: ALDAR AND COMPANY

REF: A) 75 IBADAN 0032 B) HOPE-BLODGETT LETTER OF APRIL 22,
1975 NOTAL C) IBADAN A-002 OF FEBRUARY 4, 1974

1. MR. AYO ONI, CHIEF EXECUTIVE OFFICER OF ALDAR REPORTS
A VERY DISSAPPOINTING RESPONSE TO HIS CONSTRUCTION
JOINT VENTURE PROPOSAL REPORTED REFS B AND C. HE
REQUESTS THAT WE CEPEAT THE PROPOSAL AS HE IS STILL
INTERESTED IN PURSUING IT.

2. ONE COMPANY RESPONDED BUT HAS SINCE FAILED TO
COMMUNICATE WITH HIM. IT IS:
DANIEL O'CONNELL'S SONS, INC.
480 HAMPDEN STREET
HOLYOKE, MASS. 01040

THE LAST COMMUNICATION WAS JULY 25, 1975. WOULD APPRECIATE
USDOC CONTACTING O'CONNEL'S TO DETERMINE THE CAUSE OF
THE LAPSE. IT MAY MERELY BE DUE TO BAD MAIL SERVICE.

3. ONI INFORMS US THAT HE NOW HAS CONTRACTS WORTH 8
MILLION DOLLARS AND IS QUALIFIED TO HANDLE CONTRACTS
WORTH 50 MILLION. THE U.S. COMPANY SHOULD BE PREPARED
TO SUPPLY 3-4 MILLION DOLLARS IN CONSTRUCTION EQUIPMENT
AS THEIR PORTION OF THE JOINT VENTURE. ONI IS WILLING
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TO TRAVEL TO THE U.S. TO NEGOTIATE WITH INTERESTED

PARTIES IF SERIOUS OFFERS MATERIALIZE.

4. IT IS OUR JUDGEMENT THAT ALDAR IS A SUITABLE PARTNER FOR A JOINT VENTURE WITH U.S. FIRMS. THE MANAGEMENT APPEARS TO BE COMPETENT AND WELL CONNECTED. TO DATE AMERICAN PARTICIPATION IN THE MANY CONSTRUCTION PROJECTS IN THIS AREA HAS BEEN ALMOST NIL. THERE IS A GREAT NEED FOR CONTRACTORS CAPABLE OF EXECUTING THE LARGE JOBS PROJECTED. MINISTRY OFFICIALS HAVE OFTEN REPEATED THIS NEED TO CONOFES.

5. INTERESTED PARTIES SHOULD CONTACT:

AYO ONI
EXECUTIVE OFFICER
ALDAR & CO.
P.M.B. 5207
IBADAN, NIGERIA
BARR

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NNN

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